

## Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 187325

70

ORIGIN NEA-12

INFO OCT-01 ISO-00 XMB-07 EB-11 L-03 COME-00 SS-15 H-03

CIAE-00 INR-10 NSAE-00 RSC-01 TRSE-00 NSC-10 EUR-25

/098 R

DRAFTED BY NEA/GRK:LRGEORGE:LE  
APPROVED BY NEA/GRK:GTCHURCHILL  
EXIM:KEKIZIAN (PHONE)  
EB/TT/TD:ALFREEMAN (DRAFT)  
L/NEA:ATBROWN (DRAFT)  
COM/BIC/OED/MEPD:SSLEON (SUB)  
RPD  
E:BILLER  
SS - MR. GAMMON

----- 020297

R 202032Z SEP 73  
FM SECSTATE WASHDC  
TO AMEMBASSY ATHENS

LIMITED OFFICIAL USE STATE 187325

E.O. 11652: N/A  
TAGS: ETEL, BFOL, GR  
SUBJECT: "PROJECT OLYMPIA"

REF: ATHENS 6475

1. COLLINS RADIO WASHINGTON OFFICE (JACK LASLEY) HAS  
REQUESTED DEPARTMENT PASS FOLLOWING TO EMBASSY. COLLINS  
HAS ALSO SENT THIS MESSAGE TO SENATOR TOWER:

2. QUOTE. COLLINS RADIO COMPANY APPRECIATES YOUR  
EFFORT IN OUR BEHALF AND REQUESTS THAT YOU CONTINUE YOUR  
SUPPORT UNTIL THE DECISION IS REVERSED.

QUOTE. COLLINS REQUESTS YOU CLARIFY WITH THE GOVERNOR  
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 187325

GENERAL OF OTE, THE DEPUTY PRIME MINISTER, AND THE

MINISTER OF COMMUNICATIONS THAT COLLINS WILL REPEAT WILL ACCEPT THE RESPONSIBILITY FOR TOTAL SYSTEM INTEGRATION IN THE EVENT OF A PARTIAL AWARD.

QUOTE. COLLINS RADIO DOES NOT AGREE THAT THE MARCONI TRANSMITTER HAS A STRONG ADVANTAGE OVER OUR PROPOSAL AND WHEN VIEWED FROM THE OVERALL AUTOMATED SYSTEM VIEW-POINT PROVIDES NUMEROUS ADVANTAGES OVER THE MARCONI SEMI-AUTOMATIC SYSTEM. SIGNIFICANTLY, IT WILL PERMIT OTE TO MAXIMIZE REVENUE BY REDUCING OPERATING EXPENSE. MOST

IMPORTANTLY, THE COLLINS COMPUTER CONTROLLED SYSTEM IS CAPABLE OF ASSUMING A 100 PER CENT INCREASE IN REVENUE BEARING TRAFFIC OVER THAT WHICH WAS PROJECTED/ANTICIPATED.

QUOTE. WE HAVE BEEN INFORMED THAT NOTICE OF AWARD HAS BEEN PUBLISHED IN THE GREEK DAILY AND FINANCIAL NEWSPAPERS TO THE EFFECT THAT MARCONI WILL RECEIVE A CONTRACT FOR APPROXIMATELY 400,000,000 GREEK DRACHMAE /13.4M U.S./. THIS IS SUBSTANTIALLY MORE MONEY THAN BOTH OUR BASIC BID 12.5M AND OUR DISCOUNTED BID OF LESS THAN 12.0M DOLLARS.

QUOTE. BASED ON THE ABOVE FACTS, THE U.S. GOVERNMENT SUPPORT OF OUR PROPOSAL IS JUST AND MUST RECEIVE CONTINUED EFFORT FROM U.S. GOVERNMENT OFFICIALS AT HOME AND IN COUNTRY. END QUOTE.

3. CONTRARY TO MAKAREZOS' REMARK (REFTEL) THAT COLLINS WAS UNWILLING TO ACCEPT RESPONSIBILITY FOR OVERALL PERFORMANCE OF SPLIT SYSTEM, LASLEY UNDERSTANDS THAT COLLINS ORALLY EXPRESSED TO OTE ITS WILLINGNESS TO UNDERTAKE THIS RESPONSIBILITY PRIOR TO OTE AWARD DECISION ON AUGUST 31. IF LASLEY CORRECT, COLLINS MAY HAVE BASIS TO REQUEST OTE RECONSIDERATION OF AWARD AS ORIGINAL DECISION MAY NOT HAVE TAKEN ACCOUNT OF THIS COLLINS COMMITMENT.

4. COLLINS' WASHINGTON OFFICE NOW CONSIDERING POSSIBILITY OF ACTING AS THOUGH CONTRACT AWARD NOT FINAL AND FROM LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 STATE 187325

THIS POSITION PREPARING LETTER FOR OTE WHICH WOULD SPELL OUT DETAILS OF COLLINS' ACCEPTANCE OF RESPONSIBILITY FOR OVERALL PERFORMANCE.

5. REQUEST EMBASSY CHECK WITH ATHENS COLLINS REPS RE ACCURACY OF CONTENT PARA 3 ABOVE AND COMMENT ON POSSIBILITY OF OTE RECONSIDERATION IF LASLEY CORRECT. ALSO REQUEST EMBASSY COMMENTS ON ADVISABILITY OF

PROCEDURE OUTLINED PARA NO. 4. RUSH

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 20 SEP 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** garlanwa  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973STATE187325  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** LRGEORGE:LE  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1973/newtext/t19730921/aaaaaozg.tel  
**Line Count:** 116  
**Locator:** TEXT ON-LINE  
**Office:** ORIGIN NEA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:**  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** ATHENS 6475  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** garlanwa  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 13 SEP 2001  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <13-Sep-2001 by shawdg>; APPROVED <16-Nov-2001 by garlanwa>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PROJECT OLYMPIA  
**TAGS:** ETEL, BFOL, GR  
**To:** ATHENS  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005